



CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Wednesday, May 7, 2009 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	June 4, 2009

MEMBERS PRESENT

Michael L. McGavisk, New Castle County, Professional Member, Chairperson, Presiding
Larry Tims, New Castle County, Professional Member, Vice Chairperson
Edward T. Hammond, Jr., Kent County, Professional Member
Barbara Mitchell, Sussex County, Public Member
Roger Truemper, Esquire, New Castle County, Public Member
Tim Riale, Sussex County, Professional Member
Susan Mills, Sussex County, Professional Member
Karen Hamilton, Sussex County, Professional Member

MEMBERS ABSENT

Linda Brannock, Kent County, Professional Member
Geri Parisi, New Castle County, Professional Member
Frani Melda, Kent County, Professional Member

DIVISION STAFF

Shauna Slaughter, Administrative Specialist II

ALSO PRESENT

Vincent White, DREC

CALL TO ORDER

Mr. McGavisk called the meeting to order at 9:37 a.m.

REVIEW OF MINUTES

A motion was made by Mr. Tims, seconded by Ms. Hamilton, to approve the April 2, 2009 minutes as presented. Motion unanimously carried.

UNFINISHED BUSINESS

Discussion Regarding Course Monitor Responsibilities

Mr. McGavisk advised the Committee that the Real Estate Commission sent back the draft of proposed changes to section 8.0 of the Education Guidelines regarding monitor responsibilities with suggested changes. The Commission suggested adding the words "unless used for note taking" to the end of the sentence that states, "cell phones, electronic devices, and reading material not related to the course or activity, may not be used during class time." Ms. Mitchell made a motion, seconded by Mr. Hammond, to add the words "unless used for note taking" as suggested by the Commission. Motion unanimously carried. The draft will be forwarded back to the Real Estate Commission for review at their next meeting.

Discussion Regarding Annual Seminar Topics

Mr. McGavisk advised the Committee that he received some suggestions regarding topics for Annual Seminar. The suggested topics are as follows: BPOs and CMAs, Impact of Short Sales, Uniform Property Act, and an update by the Real Estate Commission. Ms. Mitchell and Ms. Hamilton have been asked to start working on finding speakers for Annual Seminar.

Rescind Committee Appointment Request for Joseph Giordano

Ms. Slaughter advised the Committee that Mr. Giordano cannot be appointed to the Education Committee because it was discovered that he is not a Kent County, Delaware resident. He resides in Pennsylvania. Mr. Hammond made a motion, seconded by Mr. Truemper, to rescind the Committee's recommendation to appoint Mr. Giordano to the Education Committee. Motion unanimously carried. The Education Committee will request that the Real Estate Commission rescind the Mr. Giordano's appointment to the Committee.

NEW BUSINESS

Review of Letters of Intent and Course Evaluations

All letters of Intent and course evaluations were accepted as submitted except for the letter of intent from Omega Real Estate School for the course entitled "Risk Reduction." Their letter of intent indicates that they are offering this course as "Legislative Issues/Risk Reduction." This course was approved as Professional Enhancement, not Legislative Update. A letter will be sent to advise them that they cannot offer this course as a legislative course.

Review of Course Provider Applications

A motion was made by Mr. Truemper, seconded by Ms. Mills, to recommend to the Real Estate Commission to approve or table the following items as noted below. Motion unanimously carried.

Course Provider: Sussex County Association of Realtors

Course Title: Basic Flood Insurance Training **Approved**
Credit Hours: 3

Course Provider: Jack Lingo, Inc., Realtor

Course Title: Landlord Tenant Code **Approved**
Credit Hours: 3

Course Provider: Council of Residential Specialists an affiliate of NAR

Course Title: CRS 210 Building an Exceptional Customer Service Referral Business **Approved**
Credit Hours: 16
Course Title: CRS111 "Short Sales and Foreclosures: Protecting Your Client's Interests" **Approved**
Credit Hours: 8

Course Provider: Frederick Academy of Real Estate

Course Title: Understanding Agency **Approved**

Credit Hours: 3

Course Title: 6-Hour Mandatory Continuing Education Course for the Delaware Broker Commercial Licensee **Tabled until the RE Commission Approves the Outline**

Credit Hours: 6

Course Provider: Kent County Association of REALTORS

Course Title: Environmental Issues and the Real Estate Transaction **Approved**

Credit Hours: 3

Course Provider: Association of Realtors School

Course Title: Innovative Marketing Techniques for the Buyer's Representatives **Approved**

Credit Hours: 7

Course Provider: Americas Best

Course Title: ADA Fair Housing **Approved**

Credit Hours: 3

Course Title: Contracts **Approved**

Credit Hours: 3

Course Title: Real Estate Math **Approved**

Credit Hours: 6

Course Title: Environmental Basics **Approved**

Credit Hours: 6

Course Title: Home Inspection **Approved**

Credit Hours: 6

Course Title: Pricing Property **Approved**

Credit Hours: 4

Course Title: Meth Madness **Approved**

Credit Hours: 3

Course Title: Real Estate Ethics **Approved**

Credit Hours: 3

Course Provider: McKissock, LP

Course Title: Liens, Taxes and Foreclosures **Approved**

Credit Hours: 4

Course Provider: Ward & Taylor LLC

Course Title: DE Uniform Common Interest Ownership Act **Approved**

Credit Hours: 3

Course Title: Salesperson Core Course **Approved**

Credit Hours: 3

Course Title: Understanding the Agreement of Sale **Approved**

Credit Hours: 3

Course Title: Quirks in Real Estate **Approved**

Credit Hours: 3

Course Title: New Agency Law – The Why's, How's & Wherefores **Approved**

Credit Hours: 3

Review of Instructor Applications

A motion was made by Ms. Mills, seconded by Mr. Truemper, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Vance Phillips **Approved**

Continuing Education: Legislative Update

Elizabeth Krug **Approved**

Continuing Education: Financing

Gerald Desmond **Approved**

Continuing Education: Professional Enhancement: Septic System Inspections & Information

Dottie Wells **Approved**

Pre-Licensing Course: Orientation/Real Estate Sales

Martha Curtiss-Crotsley **Approved**

Continuing Education: Professional Enhancement: Spanish for Realtors/Beginning Spanish/Beginning French

Colin McGowan **Approved**

Continuing Education: Legislative Update/ Salesperson Core

Course(s)/Broker Core & 6-Hour Mandatory Continuing Education Course for the Delaware Broker Commercial Licensee /Fair Housing Law/Salesperson Core Course(s)/ Professional Enhancement: The Anatomy of a House, The Anatomy of a House Condensed Version, Anti-Trust and the Real Estate Practitioner, Practice of Appraising, Building a Better Open, Building a Better Settlement, Commercial Real Estate Hot Buttons, Common Real Estate Settlement Problems, Contracts/Contract Law, Dispute Avoidance and Resolution, Environmental Issues, FHA Financing, Foreclosures, Procuring Cause, Real Estate Hot Buttons and Issues, Risk Management, Serving the Unsold Seller, Wetlands Regulations and Riparian Rights, What's Material, Real Estate Investment Fundamentals/Understanding Agency/Buyer Agency/Disclosure/Surviving New Fair Housing Testing/Ethical Practice/Short Sales Done the Right Way/Standard Contracts/Tenant-in-Common Investment Basics

Pre-Licensing: Orientation/Real Estate Sales

Alvin Monshower, Jr. **Approved**

Continuing Education: Legislative Update/ Salesperson Core

Course(s)/Broker Core & 6-Hour Mandatory Continuing Education Course for the Delaware Broker Commercial Licensee /Fair Housing Law/Salesperson Core Course(s)/ Professional Enhancement: The Anatomy of a House, The Anatomy of a House Condensed Version, Anti-Trust and the Real Estate Practitioner, Practice of Appraising, Building a Better Open, Building a Better Settlement, Commercial Real Estate Hot Buttons, Common Real Estate Settlement Problems, Contracts/Contract Law, Dispute Avoidance and Resolution, Environmental Issues, FHA Financing, Foreclosures, Procuring Cause, Real Estate Hot Buttons and Issues, Risk Management, Serving the Unsold Seller, Wetlands Regulations and Riparian Rights, What's Material, Real Estate Investment Fundamentals/Understanding Agency/Buyer Agency/Disclosure/Surviving New Fair Housing Testing/Ethical Practice/Short Sales Done the Right Way/Standard Contracts/Tenant-in-Common Investment Basics

Susan Davis **Approved**

Continuing Education: Professional Enhancement: Fair Housing Law/Real Estate Ethics/Contracts/Home Inspection/Meth Use and its Effect on the Real Estate Industry/Pricing Property/Real Estate Math

Gene Millman **Approved**

Continuing Education: Legislative Update/ Salesperson Core Course/Broker Core Course/ Professional Enhancement: GRI Series/Adapting to a Changing Market/Business Strategies/NAR's "At Home with Diversity"/Listing Presentations/Agreement of Sale/New Agency Law/Business Planning

Pre-Licensing: Orientation/Real Estate Sales

Broker's Course: Brokerage/Real Estate Documents/Valuing Real Property/Ethics

Charlotte Herbert **Approved**

Continuing Education: Legislative Update

Stephen Marcus **Approved – Cannot teach Legislative Update or Professional Enhancement.**

Must submit an updated application to be approved for Professional Enhancement. No Professional Enhancement course titles were listed for approval.

Continuing Education: Legislative Update/ Salesperson Core Course/

Professional Enhancement: Sales Related Practices/New Agent

Prospecting and Selling

Pre-Licensing: Orientation/Real Estate Sales/ Real Estate Mathematics

Review Student Requests for Approval of Educational Activity

A motion was made by Mr. Truemper, seconded by Ms. Hamilton, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Student Name: John Horton

Activity: CE Taken for Texas Licensure Renewal

CE Hours Requested: 9 Hours Elective Credit

Discussion Regarding July Meeting

Ms. Slaughter advised the Education Committee that the Real Estate Commission is not planning on holding a regular board meeting in the month of July. She advised that if the Commission does not meet, there is no reason for the Education Committee to meet since all of their recommendations have to be approved by the Commission. The Education Committee members agreed. A final decision to cancel the July meeting will be made at the June Committee meeting.

Correspondence

Letter from Long & Foster Regarding the Closure of their Brandywine Location

The Committee reviewed a letter from Long & Foster which advised that they have closed of their Brandywine location. No further action was necessary.

Letter from Dearborn Real Estate Education Regarding Consolidation of Locations and a New Contact Person

The Committee reviewed a letter from Dearborn Real Estate Education which advised that they have consolidated their locations and that a new contact person has been assigned. No further action was necessary.

Other Business Before the Committee (for discussion only)

Mr. McGavisk spoke to the Committee regarding the Commercial Broker Core Course outline that was developed by the Ad Hoc Committee. The Committee reviewed the outline and Mr. McGavisk explained the reason that the course was developed. He advised that the outline needs to be approved by the Real Estate Commission. Mr. Truemper made a motion, seconded by Mr. Tims, to recommend to the Commission that the outline be approved and that brokers be allowed to take this course in lieu of the regular 6 Hour Broker's Core Course, one time as long as they have taken the regular Broker's Core Course at least once in the past. This would be for the April 2010 renewal period only. Motion unanimously carried. The outline will be forwarded to the Commission for review at their next meeting.

Public Comment

Mr. White asked if the Education Committee has ever considered making Fair Housing a mandatory CE course. The Committee advised Mr. White that it was previously a mandatory course, but the Real Estate Commission made a change that made it elective. Mr. White will address this issue further with the Real Estate Commission.

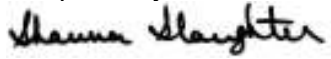
Next Scheduled Meeting

The next meeting will be held on Thursday, June 4, 2009 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Ms. Mills made a motion, seconded by Ms. Hamilton, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:14 a.m.

Respectfully submitted,



Shauna Slaughter
Administrative Specialist II